

ISO CERTIFICATION PROVIDES ABILITY TO GROW

ABOUT INNOVATIVE EXHAUST SOLUTIONS, INC. Innovative Exhaust Solutions, Inc. designs and fabricates custom exhaust systems for the diesel and gas industries. The company was established in 2016 by Juan Breucop and Mike Rodriguez, who bring over 50 years of combined experience in exhaust system manufacturing, power generation, emissions, and the oil and gas industries. Their product line includes three major exhaust categories: silencers, thermal insulation covers and accessories. InExhaust employs 25 people in Lincoln, Nebraska.

THE CHALLENGE. In order to grow sales and compete effectively in the marketplace, InExhaust required ISO 9001:2015 certification.

MEP CENTER'S ROLE. InExhaust chose the Nebraska MEP, a NIST MEP affiliate, to provide fair and unbiased expertise, and ISO training delivery to their 25-person staff using a third-party ISO consultant. The Nebraska MEP helped prepare InExhaust personnel for two internal audits by the consultant and delivered an audit report, checklist, photolog/objective evidence and a listing of nonconformances, observations and suggestions.

"We determined that ISO certification was a must-have for InExhaust to grow and compete in the marketplace. We consulted with the Nebraska MEP and they provided the right resources at the right time at a reasonable cost for a small manufacturer who wants to grow their market share. Knowing we are ISO-certified, our customers can be confident of InExhaust products, processes and customer service."

-Juan Breucop, President

RESULTS



\$50,000 in increased sales in one year



\$5,000 in cost savings in one year



\$8,000 invested in ISO certification



ISO certification provided a key differentiating factor in marketing to new and existing clients

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